

## Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 SP-02 A-01 MMO-01 CIAE-00  
INR-07 LAB-04 NSAE-00 PA-01 SIL-01 USIA-06 PRS-01  
/043 W

-----075064 170439Z /41

R 161604Z DEC 77  
FM AMEMBASSY CAIRO  
TO SECSTATE WASHDC 3012  
USDOC WASHDC  
INFO USINT BAGHDAD  
AMEMBASSY ABU DHABI  
AMEMBASSY AMMAN  
AMEMBASSY BEIRUT  
AMEMBASSY DAMASCUS  
AMCONSUL DHAHRAN  
AMEMBASSY DOHA  
AMEMBASSY JIDDA  
AMEMBASSY KUWAIT  
AMEMBASSY SANA  
AMEMBASSY TEHRAN  
AMEMBASSY TRIPOLI  
AMCONSUL ALEXANDRIA  
USLO RIYADH

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E. O. 11652: N/A  
TAGS: BEXP, BTIO, AMGT, EG  
SUBJ: RTDO ATHENS

REF: BAGHDAD 2111

1. APPRECIATE OPPORTUNITY OFFERED BY BAGHDAD REFTTEL TO  
COMMENT ON POSSIBLE CLOSURE OF RTDO ATHENS. WE ARE UNAWARE  
OF ANY OFFICIAL NOTIFICATION ABOUT USDOC PLANS IN THIS  
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REGARD OR OF ANY SOLICITATION BY USDOC OF COMMENTS FROM  
POSTS SERVED. WE BELIEVE RTDO PERFORMS VALUABLE FUNCTION,  
AND WISH MAKE OUR VIEWS A MATTER OF RECORD.

2. ALTHOUGH MANY AMERICAN FIRMS HAVE AGENTS OR RESIDENT  
EXPATRIATE REPRESENTATIVES IN CAIRO, THERE ARE NEVERTHE-  
LESS A NUMBER OF COMPANIES HEADQUARTERED IN ATHENS, WHICH

HAVE NO PERMANENT PRESENCE HERE. RTDO SERVES VERY VALUABLE FUNCTION OF HELPING KEEP SUCH FIRMS ABREAST OF OPPORTUNITIES IN EGYPT. DISSEMINATION OF CAIRO TRADE OPPORTUNITIES AND TENDER NOTICES IS PERHAPS MOST OBVIOUS OF WAYS IN WHICH THIS ASSISTANCE IS RENDERED, BUT ALMOST AS IMPORTANT IS ADVICE AND COUNSEL ON EGYPTIAN COMMERCIAL MATTERS WHICH RTDO IS ABLE TO OFFER FROM ATHENS ON BASIS OF HIS CONTINUING CONTRACTS WITH POST. WE DO NOT SEE HOW AN ORDINARY EMBASSY COMMERCIAL SECTION, ORIENTED TOWARD HOST-COUNTRY AFFAIRS, COULD PERFORM THIS KIND OF FUNCTION.

3. RTDO ALSO PLAYS VALUABLE COORDINATING ROLE IN DEALING WITH INQUIRIES, VISITS, PROJECT FOLLOW-UP, ETC. EVEN WHEN A FIRM HAS A LOCAL RESIDENT REPRESENTATIVE, ATHENS IS LIKELY BE REGIONAL BASE WHERE DECISIONS ARE MADE, AND RTDO ASSISTANCE CAN BE MOST HELPFUL. IN PAST FEW WEEKS, WE HAVE RECEIVED PERHAPS A DOZEN VISITORS "REFERRED" TO EMBASSY BY RTDO AND OFTEN PRECEDED OR ACCOMPANIED BY COMMUNICATIONS FROM ATHENS OUTLINING DETAILS OF MATTER TO BE DISCUSSED OR PROVIDING USEFUL BACKGROUND INFORMATION. WITH COOPERATION OF THIS SORT, USG GIVES IMPRESSION AND CREATES REALITY OF COORDINATING ITS EFFORTS TO BE OF ASSISTANCE IN COMMERCIAL MATTERS.

4. SPECIAL MENTION SHOULD BE MADE OF RTDO HELP IN PLANNING, RECRUITING, AND ORGANIZING FOR CAIRO FAIR. JOB WOULD BE LIMITED OFFICIAL USE

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VERY MUCH MORE DIFFICULT, TO SAY THE LEAST, IN ABSENCE OF RTDO SUPPORT. CONTACTING REGIONAL OFFICES OF FIRMS, FOLLOWING UP ON LEADS, AND HANDLING PRINTING OF BROCHURES ARE AMONG SPECIFIC WAYS IN WHICH RTDO HAS ASSISTED.

5. IT APPEARS TO US THAT GREEK LAW 89 HAS CREATED A RATHER SPECIAL CLASS OF CONSUMERS OF EMBASSY COMMERCIAL SERVICES--REGIONAL OFFICES OF AMERICAN FIRMS DOING BUSINESS ALL OVER THE MIDDLE EAST. IN OUR JUDGMENT, BOTH THEY AND WE ARE BEING WELL SERVED BY RTDO. OUR OPERATIONS WOULD BE ADVERSELY AFFECTED BY ITS CLOSURE. EILTS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Source:** CORE  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Office:** ACTION NEA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** 77 BAGHDAD 2111  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
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**Review Event:**  
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**Review Media Identifier:**  
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**Review Withdrawn Fields:** n/a  
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**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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